

## Message Text

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51

ACTION EUR-25

INFO OCT-01 ISO-00 CIAE-00 EB-11 INR-10 LAB-06 NSAE-00

PA-03 RSC-01 SIL-01 PRS-01 DRC-01 H-03 SCI-06 NSF-04

AID-20 FMC-04 AGR-20 OPIC-12 OMB-01 XMB-07 TRSE-00

L-03 SS-15 NSC-10 /165 W

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R 061130Z SEP 73

FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 6975

USIA WASHDC

USDOC WASHDC

INFO AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

AMEMBASSY PRAGUE

AMEMBASSY WARSAW

AMEMBASSY VIENNA

LIMITED OFFICIAL USE SOFIA 1180

E.O. 11652: N/A

TAGS: EGEN, PFOR, CGEN, CODEL (CEDERBERG)

SUBJECT: DEPUTY FOREIGN TRADE MINISTER LUKANOV MEETING WITH  
CONGRESSMAN CEDERBERG

REF: SOFIA 1178

1. DUE TO THE PRESSURE OF TRAVEL AND TIME, DEPUTY FOREIGN  
TRADE MINISTER LUKANOV'S MEETING WITH CONGRESSMAN CEDERBERG  
WAS LIMITED TO ABOUT HALF AN HOUR. HE WENT OVER FAMILIAR  
GROUND REGARDING GOB'S DESIRE TO IMPROVE RELATIONS STRESSING  
TRADE AND SCIENTIFIC AND TECHNICAL COOPERATION ASPECTS. HE  
URGED THE CONGRESSMAN TO DO WHAT HE COULD TO INTEREST US  
BUSINESS IN THE BULGARIAN MARKET. IN DISCUSSING HIS OWN TRIP  
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TO THE US, HE SAID HE WAS PARTICULARLY ENCOURAGED BY THE

FOLLOW-UP VISITS FROM FMC AND KAIZER REPRESENTATIVES.

2. LUKANOV SAID BULGARIA IS GOING TO DEVELOP BIG AGRICULTURAL COMPLEXES WHICH WILL INVOLVE MILLIONS OF DOLLARS OF INVESTMENT AND HOPES THAT THE AMERICAN AGRO-INDUSTRY WILL PARTICIPATE IN THIS DEVELOPMENT. WHEN ASKED IF HE WAS TALKING ABOUT JOINT VENTURES, HE REPLIED, "YES, A TYPE OF JOINT VENTURE" ADDING THAT HE WAS CERTAIN MUTUALLY BENEFICIAL ARRANGEMENTS COULD BE WORKED OUT.

3. WHEN LUKANOV SUGGESTED THAT THE US SHOW AGRICULTURAL EQUIPMENT AT NEXT YEAR'S PLOVDIV FAIR, THE CHARGE RECALLED CHAIRMAN ZHIVKOV'S OUTSPOKEN REMARKS DURING HIS VISIT ON SEPT 2 AND REGISTERED OUR CONCERN. LUKANOV SAID HE HAD HEARD ABOUT THE INCIDENT AND IMPLIED IT SHOULD NOT BE TAKEN TOO SERIOUSLY SINCE THE CHAIRMAN HAD A ROUGH MANNER AND HE WAS SURE HE DID NOT MEAN TO BE INSULTING OR CRITICAL. REVERTING BACK TO HIS SUGGESTION FOR NEXT YEAR'S US EXHIBIT, HE SAID HE UNDERSTOOD OUR CONCEPTUAL APPROACH TO EXHIBITS AND APPRECIATED IT, ADDING THAT HE HOPED OUR THEME COULD BE CENTERED ON AGRICULTURE. THOSE PRESENT (CEDERBERG, SHIRLEY, AND BATJER), EXPLAINED THE MANY PROBLEMS ASSOCIATED WITH PUTTING TOGETHER EXHIBITS. IT WAS FURTHER POINTED OUT THAT US COMMERCIAL FIRMS WILL NOT PARTICIPATE IN FAIRS UNTIL THERE IS A GOOD POSSIBILITY THAT THE EXHIBITED EQUIPMENT CAN BE SOLD. LUKANOV SAID THAT MOST OF THE EQUIPMENT BEING SHOWN AT THE FAIR WAS ALREADY CONTRACTED FOR AND IF AMERICAN FIRMS WOULD BRING IN USEFUL AND NEEDED EQUIPMENT, IT WOULD BE SOLD. SHIRLEY THANKED HIM FOR HIS SUGGESTIONS AND ASKED IF WE COULD HAVE MORE DETAILED INFORMATION ON THE SUBJECT. LUKANOV PROMISED TO PROVIDE SUCH INFORMATION TO THE EMBASSY.

4. ALTHOUGH THE MEETING WAS HURRIED BECAUSE OF OUR UPCOMING RECEPTION, LUKANOV AND COMPANY (4 OFFICIALS) WERE FORTHCOMING AND FRIENDLY.  
BATJER

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## Message Attributes

**Automatic Decaptioning:** X  
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**Current Classification:** UNCLASSIFIED  
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**Draft Date:** 06 SEP 1973  
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**Disposition Approved on Date:**  
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**Disposition Date:** 28 MAY 2004  
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